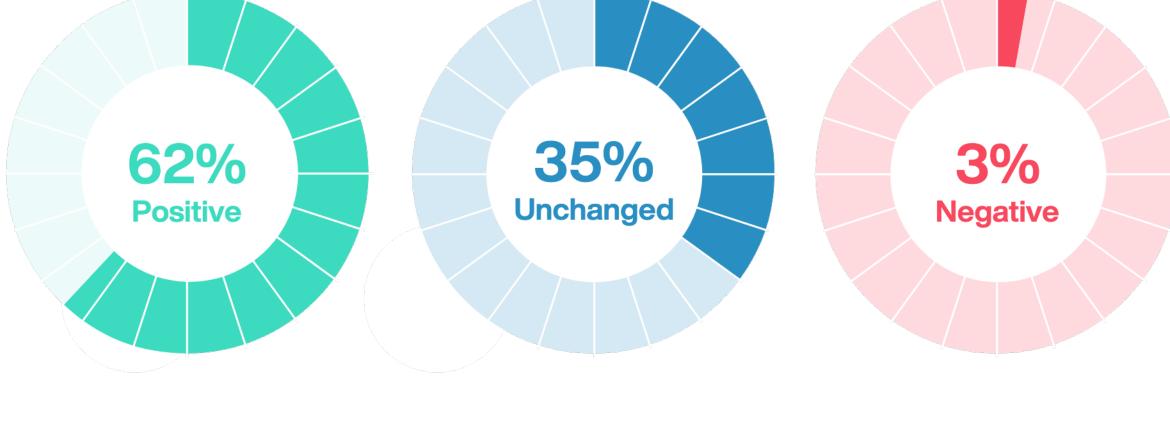


What drives dealers

August 2024





Neutral Positive Negative

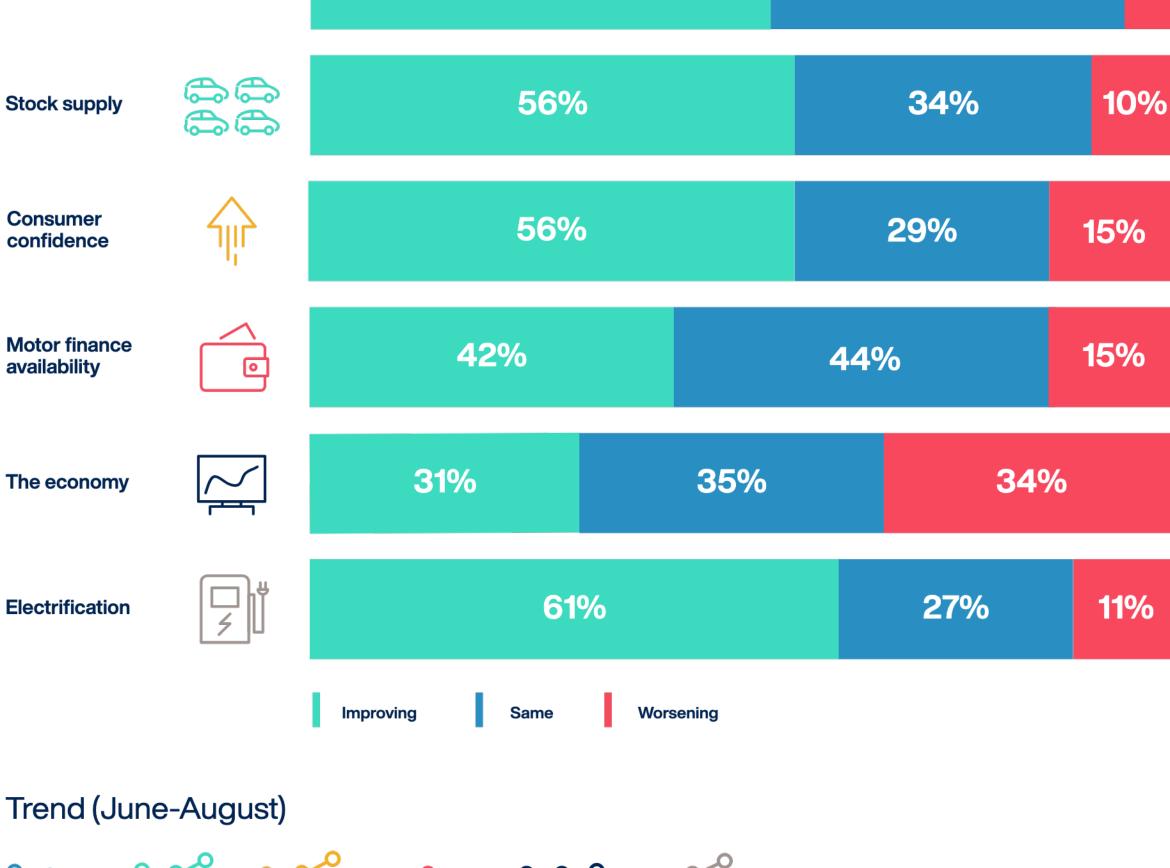
Trend (June-August)



State of the 53% used car market

compared to last month?

How do you feel about the following factors



Economy

42%

Electrification

26%

23%

6%

0%

18%

31%

Stock age

52%

19%

5%

6%

50%

45%

42%

42%

35%

31%

63%

42%

37%

44%

53%

29%

42%

5%

52%

Stock

Market

Stock



56%

Finance

Confidence

60%

Reduction in desire for car ownership Increasing compliance requirements Changeover to electric vehicles

35%



What is your current experience of stock supply? (choose any)

29%

Worsening

Supply

of certain

vehicles

34%

Same

Improving

55%

11%

34%

Stock

condition

48%

General

supply

44%

Volatility of

Our inventory

Dealer

Charging

network

EV values

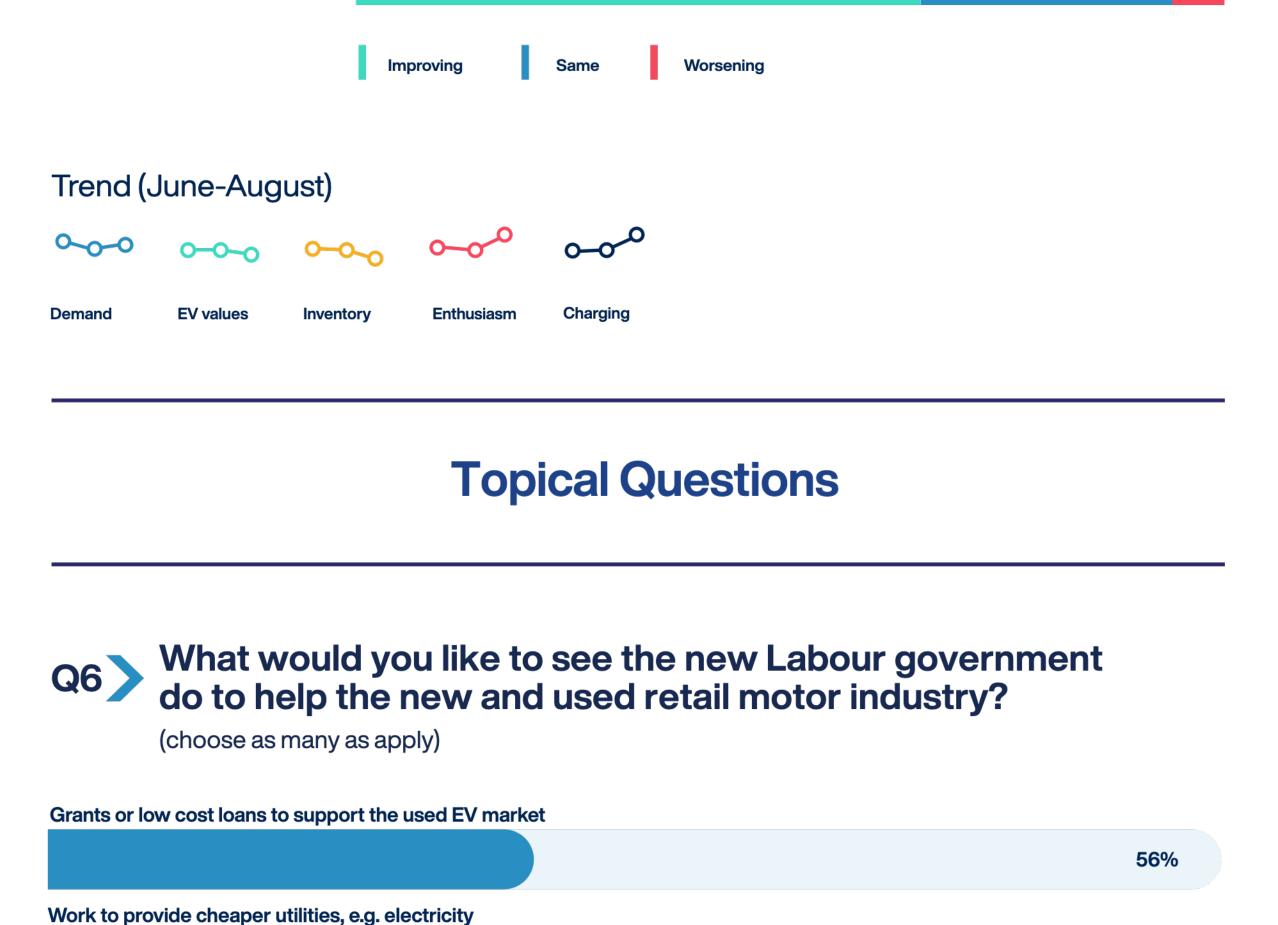


56% 34% 10% enthusiasm

65%

37%

42%



Help provide more training options to improve availability of skilled people A government approved and administered, used EV battery health check

Massively increase on-street charging to make EVs appear more viable

Just improve the economy to improve consumer confidence

Consumers want to electrify but are nervous about going fully electric

People like having some electric-only capacity but the reassurance of a petrol engine

Place tariffs or other measures on Chinese EVs to protect the existing car market

Work to reduce business rates 23% Q7 > Sales of hybrids are Increasing. Why do you think this is?

Consumers see them as a stepping stone to a full EV 52%